

## Message Text

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PAGE 01 KINSHA 03358 171404Z

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ACTION AF-05

INFO OCT-01 ISO-00 EB-11 DRC-01 RSC-01 /019 W

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R 171252Z APR 74

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 7418

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STADIS////////////////////////////////////

E.O. 11652: N/A

TAGS: BEXP, US, CG (WESTINGHOUSE ELECTRIC)

REF: STATE 68276

1. CHARGE SAW BISENGIMANA APRIL 16 WHO STATED GOZ HAD "MADE SOVEREIGN DECISION" TO AWARD LAST FOUR GENERATORS INGA II TO SIEMENS AND FRENCH FIRM ALSTHOM.

2. AFTER COORDINATING WITH LOCAL WESTINGHOUSE REP DAWSON, CHARGE NOTED AGREEMENT FOR FIRST FOUR GENERATORS STATED WESTINGHOUSE WILLING INSTALL REMAINING FOUR ON SAME TERMS IF REQUESTED. IF CONTRACT AWARDED TO WESTINGHOUSE, THIS WOULD ALLOW UNBROKEN PROCESS OF INSTALLATION AND WOULD AVOID TWO DIFFERENT SETS OF GENERATORS IN SAME CENTRAL.

3. BISENGIMANA SAID FROM OUTSET SIEMENS' TERMS HAD BEEN MORE FAVORABLE BUT GOZ HAD MADE ESSENTIALLY POLITICAL DECISION AWARD CONTRACT FOR FIRST FOUR TO ACEC-WESTINGHOUSE-VOEST. DURING HIS RECENT TRIP TO EUROPE, PRESIDENT MOBUTU HAD DECIDED AWARD LAST FOUR GENERATORS TO GERMAN AND FRENCH FIRMS.

4. COMMENT: IT IS CLEAR THAT COMBINATION OF POLITICAL AND FINANCIAL CONSIDERATIONS RESULTED IN GOZ DECISION. MOBUTU HAS LONG SOUGHT TO INTEREST GERMANS AND FRENCH  
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PAGE 02 KINSHA 03358 171404Z

IN ZAIRE'S DEVELOPMENT. HAVING AWARDED FIRST HALF OF

INGA II TO WESTINGHOUSE-ACEC AND TRANSMISSION LINE TO MORRISON KNUDSEN, AND WITH SEVERAL OTHER LARGE POTENTIAL US INVESTMENTS ON THE HORIZON (E.G., REYNOLDS, KENNECOTT, ESSO EASTERN), MOBUTU PROBABLY FELT THIS WAS APPROPRIATE PRIZE TO AWARD TO GERMANS AND FRENCH. WESTINGHOUSE-ACEC ALSO WERE AT DISADVANTAGE BECAUSE OF MOBUTU'S CURRENT DRIVE TO LESSEN ZAIRE'S DEPENDENCE ON BELGIUM. HAVE REPORTED ABOVE TO DAWASON WHO ACCEPTED NEWS PHILOSOPHICALLY. WITH OTHER MAJOR US PROJECTS IN THE OFFING, HE BELIEVES WESTINGHOUSE HAS CHANCE TO PICK UP OTHER IMPORTANT BUSINESS IN ZAIRE.

5. DEPARTMENT PLEASE PASS SUBSTANCE ABOVE TO CHARLES H. WEAVER, WORLD REGIONS PRESIDENT OF WESTINGHOUSE ELECTRIC.  
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## Message Attributes

**Automatic DecapTIONing:** Z  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**DecapTION Note:** 25 YEAR REVIEW  
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**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
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